

Letter of Credit and International Trade

Krisis ekonomi dunia sangat berdampak terhadap kinerja bisnis ekspor impor di Indonesia. Perusahaan-perusahaan yang terlibat dalam bisnis ekspor impor juga merasakan makin ketatnya dan mahalnya pembiayaan ekspor impor dari perbankan di Indonesia. Oleh karena itu diperlukan pemahaman yang dalam dan menyeluruh mengenai international trade dan peraturan-peraturan dari pihak-pihak pendukung seperti bank, shipping company, asuransi, ICC (International Chamber of Commerce), agar bisnis tetap dapat berkembang sesuai dengan target yang sudah ditetapkan.

Pelatihan akan diberikan secara efektif dengan membahas kasus-kasus yang terjadi baik di tanah air maupun di dunia internasional

Trainer: Ahmad Jajuli, MM

WAKTU PELAKSANAAN

📅 26 - 27 November 2026

🕓 09:00 - 17:00 WIB

TEMPAT PELATIHAN

Location: Kuretakeso Hotel - Kemang / Best Western Premier - Cawang / The Aryaduta Hotel Semanggi

Harga

Group Price: Rp 5.350.000
Full Fare: Rp 5.950.000

**) Harga di atas tidak dikenakan PPN 11%, sudah termasuk makan siang, snack, sertifikat, dan modul.*

Peserta

Staf dan Manajer bank, perusahaan - perusahaan yang melakukan ekspor impor, pelayaran, asuransi

Metode Pelatihan

1. Lecturing
2. Workshop
3. Individual and group exercise

Outline Materi

Day One

A. THE CORE OF INTERNATIONAL TRADE FINANCE

- Trade Financing Aspect Movement of Goods, and Need of Trade Finance
- Background and Need Trade Finance: Seller Market & Buyer Market
- Purpose from Letter of Credit: L/C as Financing Instruments,
- Aspect financing in Letter of Credit: Aspect Credit In Sight L/C and Aspect Credit In Usance L/C, Aspect Credit in UPAS
- Incoterms 2010

B.TRADE FINANCING (STRUCTURING AND CHARACTERISTICS)

1. IMPORT FINANCING

- Structuring Facility and Financing Scheme
- Products: Issuance of LC, Trust Receipt (T/R), Refinancing L/C (UPAS LC), Import B/A Financing, Clean Bills Purchase.

- EXPORT FINANCING
  - Structuring Facility and Financing Scheme
  - Products:
    - Pre shipment Financing (on shore and off shore financing)
    - Post shipment Financing (Bills Discounting, Negotiation,
    - Forfeiting, Without Recourse Financing)

C. RISKS IN INTERNATIONAL TRADE

D. PAYMENT METHODS

- Payment, deffered payment, acceptance, negotiation credit
- Confirmation – open and silent
- Bank, country, documentary risk covered by confirmation
- Installment & revolving credit
- Back to back Letter of credit transactions
- Reimbursement structures

E. TRANSPORT DOCUMENTS

- Documents of title
- Document representing goods

- Title, negotiability and endorsement

Day Two

F. PRE-EXPORT FINANCE AND OTHER STRUCTURES

- Purchased finished goods for current of future exports
    - Funding to pay for raw material, labour, and overhead to produce goods and/or provide services for export
    - Bid bonds, performance bonds, advance payment bond to foreign buyers

G. FINANCING FOR CONSOLIDATION AND DISTRIBUTION OF CARGOES

- Warehouse receipts finance
- Collateral management agreement

H. OTHER STRUCTURES

- Without Recourse Financing for non L/C transaction

I. CASE STUDY

Instruktur Pelatihan

Ahmad Jajuli, MM

CONTACT US

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